

# **INTERNATIONAL NEGOTIATIONS ON THE SOUTH CHINA SEA**

**A POLICY SIMULATION FOR STUDENTS  
Macau University of Science and Technology**

**February 23-24, 2013 (weekend)**

This simulation is being run by the Educational Development Centre of Macau University of Science and Technology (MUST) and is open to any MUST student. The entire weekend is organized and led by a leading international figure with years of experience in the field.

The simulation is a high-level activity in which participants work as professional negotiators in a close-to-real setting, with the opportunity to 'learn by doing' and 'learn by experiencing':

- To explore a topical issue in international relations.
- To experience the practice and challenges of real-world negotiation.
- To understand how to conduct real-world negotiations.
- To learn how to take account of different powers, perspective, parties, politics and views in negotiations.
- To experience conflict resolution and learn how to achieve resolution of negotiations.
- To work as a member of a negotiating team.
- To understand the politics of negotiation.
- To understand protocols and codes of conduct of negotiations.
- To experience the pressures on negotiators, and how to handle these pressures.

You will be a member of a team of negotiators having to negotiate a resolution of a sensitive matter in international relations, taking account of the views of other teams of negotiators who have different agendas and powers.

The weekend provides a valuable and rare opportunity for to explore this topical issue in international relations and to experience the activities of realistic negotiation and resolution. The experience will provide you with a valuable insight not only into the world of international relations, but into how to negotiate and how to ensure that negotiations are productive. This will be of great benefit for students from all backgrounds at MUST, as we all have to be sophisticated negotiators in our daily lives and work.

This will be a 'full immersion' weekend (as in real negotiations). Participants will be required to have lunch and dinner together, as part of the experience. Meals and refreshments are provided.

<b>Who can participate?</b>	<b>Any student of MUST – undergraduate and/or postgraduate.</b>
<b>Do you need to be studying international relations?</b>	<b>No.</b> The simulation is open to anyone; experience and background are useful but not a requisite.
<b>How many can register?</b>	Numbers are restricted to 50, on a first come, first come, first served basis. A reserve list will be kept.
<b>How much does it cost?</b>	<b>100 Mop per student.</b> The costs include payment for two light lunches and an evening dinner.
<b>Where will it take place?</b>	<b>On the MUST campus, exact venue to be announced.</b>
<b>How do I apply?</b>	<b>Register with Ms. Keitha Wong, Room N411.</b> Application and registration are by payment in advance, cash only, to Ms. Keitha Wong (Educational Development Centre, Room N411). Receipts will be issued immediately upon payment. Bring your student ID for application purposes. No refunds.
<b>Who is the organizer?</b>	<b>Dr. Glenn Shive, Hong Kong American Center</b>
<b>Will I need to prepare anything for this?</b>	A small amount of preparation will be required by participants, before the weekend, details of which will be given to participants in advance. This is to ensure that participants arrive ready to maximize the time together.
<b>How can I obtain further details?</b>	Contact Professor Keith Morrison: <a href="mailto:kmorrison@must.edu.mo">kmorrison@must.edu.mo</a>  Go to the Educational Development Centre website: <a href="http://www.must.edu.mo/en/edc/programs">http://www.must.edu.mo/en/edc/programs</a>  Contact Ms. Keitha Wong: ☎ 8897 2261.  Email: <a href="mailto:st Wong@must.edu.mo">st Wong@must.edu.mo</a>

**The organizer:** Dr. Glenn Shive is the Executive Director of the Hong Kong America Center, Chinese University of Hong Kong. He has been working in international relations for very many years, both in Hong Kong and the US, working closely with the American Consulate in Hong Kong. He is highly experienced in international relations and in mounting simulation exercises on relevant topics in international relations, for university students. He has offered to repeat for MUST students the session that he ran in Hong Kong, which attracted major acclaim.

## **What will happen on the simulation?**

Several teams will be formed, representing different countries (e.g. China, Philippines, Vietnam, Malaysia, Brunei, Taiwan, USA, Japan), and stakeholders/ parties/interests and interest groups (e.g. ASEAN, oil companies, the fishing lobby, Environmental NGO, the Law of the Sea representatives, the Maritime Shipping Association, the International Academy of Marine Sciences). The negotiations will include five sector groups (possibly more) with representatives from the various country teams:

- Sovereignty
- Security and Military Deployments
- Environment Protection and Research
- Resource Exploitation
- Commerce Promotion and Maritime Safety

These teams will be negotiating policy matters in the South China Sea, and, over the two days, will have to attempt to reach a negotiated resolution to policy matters.

Discussions and negotiations will be held within and between the teams, and will involve teams planning their position and strategy, making presentations and giving feedback to and receiving feedback from other teams, examining potential areas of disagreement and conflict, and moving forward through negotiation, debate, draft resolutions and final resolutions to an agreed resolution. All of this will be done within strict time frames, and under certain given conditions, protocols and procedures.

This is a serious and challenging activity. From previous experience, Dr. Shive is able to report that all participants have learnt a great deal from the experience, have found it very interesting, engaging, useful and of very great value, and has really opened up their minds not only to different perspectives on a situation but to how to handle different interests/powers/organizations and so on within an environment of sensitive and meaningful negotiations.

Dr. Shive includes in his program a reflection/feedback session in which a review is conducted of the experience and in which key issues for negotiation and policy formation are reviewed.

This experience is a valuable opportunity for you to take part in a stimulating, enjoyable, valuable and worthwhile activity.

# PROGRAM

## SATURDAY, FEBRUARY 23

- 9:00 am      Registration
- 9:15            Opening presentation: The South China Sea: New Imperatives for Diplomacy in East Asia Diplomacy by Prof. Zhang Shuguang, Standing Vice-rector of MUST
- 10:00 am      Briefing on the Simulation of Negotiating a Code of Conduct for the South China Sea by Glenn Shive of the HKAC
- 10:45            Tea break; group photo
- 11:15            Country teams meet to plan their presentations in General Session I
- 12:30            Lunch
- 2:00 pm        General Session I: Team presentations of country positions and concerns
- 3:30 pm        Bi-lateral negotiations (by appointments)
- 4:30            Sector meetings I: A. sovereignty claims; B. military/security relations; C. resource development (oil, fishing, etc); D. maritime commerce; E. environment protection and joint science development. Each country team sends a representative to each sector meeting.
- Team leaders consult with national capitals for guidance on negotiation strategy
- 6:30 pm        Evening group dinner

MUST reserves the right to amend this program.

## **SUNDAY FEBRUARY 24**

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| 10:00 am   | Presentation TBA                                       |
| 10:30 am   | Sector meetings II                                     |
| 11:30      | Draft resolutions; side-line negotiations              |
| 12:30 noon | Lunch  |
| 2:00 pm    | General Session II: Open debate on draft resolution(s) |
| 3:00 pm    | Session II adjourns; tea break                         |
| 3:30       | General Session III: Vote on Resolutions               |
| 4:00 pm    | Reflections on the simulation led by Dr. Glenn Shive   |
| 4:30 pm    | Program ends   |

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